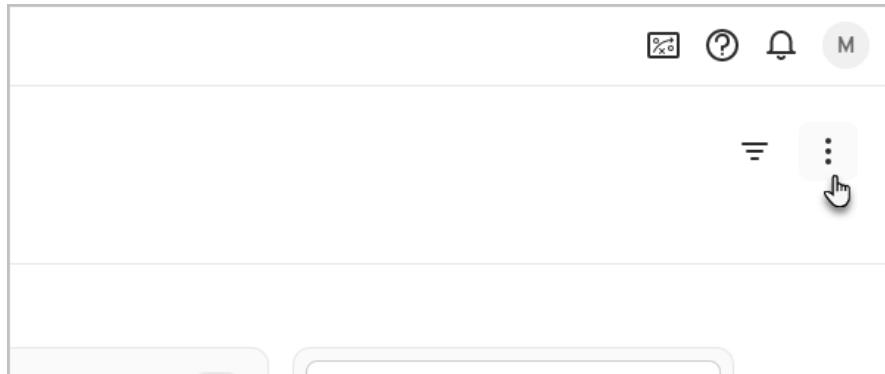


Customize Pipeline deal outcomes

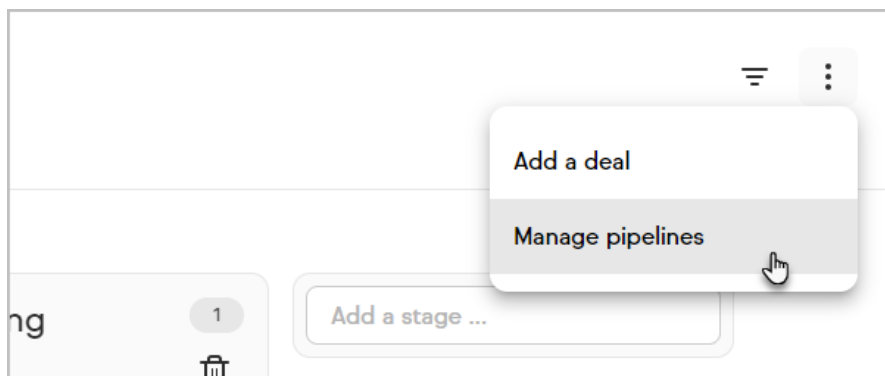
This article applies to:

Customize deal outcomes

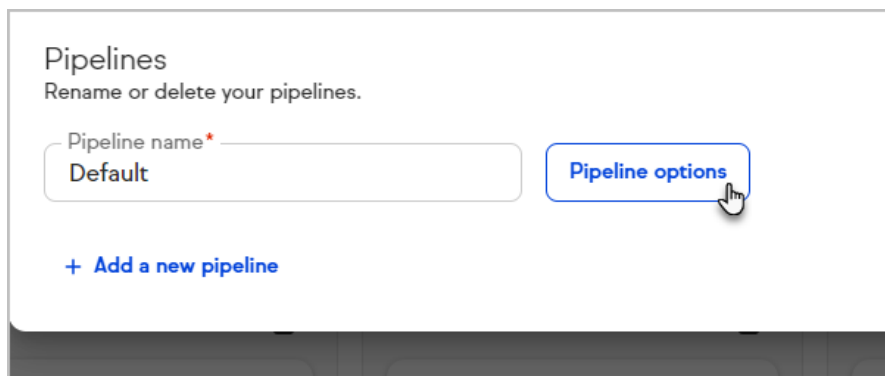
1. Click the more options button



2. Click **Manage pipelines**



3. Click **Pipeline options**



4. Rename the positive and negative outcomes

Rename deal outcomes for tracking and closing deals

Positive outcome

Deal won

Negative outcome

Deal lost

5. Click **Save**
